

MAIL-TO:
Office of the Attorney General
Registry of Charitable Trusts
P.O. Box 903447
Sacramento, CA 94203-4470

STREET ADDRESS:
1300 I Street, Room 1130
Sacramento, CA 95814
Telephone: (916) 323-5079

WEBSITE ADDRESS:
<http://caag.state.ca.us/charities/>

COMMERCIAL FUNDRAISER FOR CHARITABLE PURPOSES

2000 ANNUAL FINANCIAL REPORT

(California Government Code Section 12599)

Failure to file annual financial report by January 30 annually for each calendar year of solicitation may result in fines or filing penalties as defined in Government Code Section 12586.1 (Recently enacted).

An annual financial report must be filed for each event for each charity solicited for during the previous calendar year.



Name and Address of Commercial Fundraiser:

CF Number 436

MKTG TeleServices, Inc.

Name of Commercial Fundraiser

101 Continental Blvd., Suite 400

Address of Commercial Fundraiser

El Segundo CA 90245-4512

City, State, and ZIP Code of Commercial Fundraiser

Telemarketing

held (on) (from) 11/26/2001

(Type of Activity)

Name and Address of Charitable Organization or Charitable Purposes:

CT No. 11416

F.E.I.N. No. 94-1679756

Berkeley Repertory Theatre

Name of Charity

2025 Addison Street

Address of Charity

Berkeley CA 94704

City, State, and ZIP Code of Charity

to 4/29/2002

(Date or dates must be shown)

1.

REVENUE

- A. Cash contributions
- B. Entertainment sales or admission charges
- C. Sales from products
- D. Advertisement sales
- E. Membership fees
- F. Other sources: (Specify)

a. _____
b. _____
c. _____
d. _____

G. TOTAL REVENUE

_____ A.
_____ B.
_____ C.
_____ D.
_____ E.
_____ F.
_____ Fb.
_____ Fc.
_____ Fd.

\$294,785 G.

2.

EXPENSES

(SEE ATTACHED)

- A. Fees or commissions
- B. Salaries
- C. Payroll taxes
- D. Employee benefits
- E. Cost of merchandise for resale
- F. Cost of entertainment
- G. Postage
- H. Advertising
- I. Telephone
- J. Rental of equipment
- K. Facilities charge
- L. Permits
- M. Other expenses: (Specify)

a. _____
b. _____
c. _____
d. _____

N. TOTAL EXPENSES

_____ A.
_____ B.
_____ C.
_____ D.
_____ E.
_____ F.
_____ G.
_____ H.
_____ I.
_____ J.
_____ K.
_____ L.
_____ Ma.
_____ Mb.
_____ Mc.
_____ Md.

\$90,877 N.

\$203,907 3.

3. Distribution or net to charitable organization or charitable purposes

4. (a) Is any officer, director, partner or owner of the Commercial Fundraiser in any way affiliated with or control, directly or indirectly, the charitable organization for which the Commercial Fundraiser has contracted to solicit?

☒ Yes ☐ No If "yes," complete the following:

| Name of officer, director, partner or owner of Commercial Fundraiser | Name and address of charitable organization | Relationship of officer, etc. To charitable organization |
|--|---|--|
| | | |
| | | |
| | | |

(b) For each affiliation identified in 4(a), attach copy of the contract between the commercial fundraiser and the charity.

Under penalties of perjury, I declare that I have examined this report, including accompanying documents, schedules and statements, and to the best of my knowledge, correct and complete.

Paul S. Papich, Sr. VP 1/31/03

| | | | |
|--|--------------------|--------------------------|---------------|
| (Fundraiser) | Printed Name | Title | Date |
| of the charitable organization for verifying the distribution. | <u>Susan Medek</u> | <u>Managing Director</u> | <u>3/7/03</u> |
| (Charity) | Printed Name | Title | Date |
| | <u>Helen Meyer</u> | <u>Trustee</u> | <u>3/7/03</u> |

401133

Attorney General's
Registry of Charitable Trusts

MAR 28 2003

RECEIVED

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Berkeley Repertory Theatre
2001 - 2002 Telefundraising Campaign

| | | |
|-------------------------|----------------------------|-----------|
| Total money received by | Berkeley Repertory Theatre | \$294,785 |
| Total fees* paid to | MKTG TeleServices, Inc. | \$90,877 |
| Total net to | Berkeley Repertory Theatre | \$203,907 |

| | |
|--|----------|
| Total fees and commissions paid to MKTG TeleServices, Inc. by Berkeley Repertory Theatre | \$90,877 |
|--|----------|

| | |
|-------------------------------|----------|
| Cost of Campaign: | |
| salaries: agents and managers | \$56,348 |
| payroll taxes | \$5,592 |
| advertising and supplies | \$1,532 |
| Cost of Operations: | |
| operating expenses | \$22,719 |

| | |
|--|----------|
| Total expenses paid by MKTG TeleServices, Inc. out of commissions earned from Berkeley Repertory Theatre | \$86,192 |
| net | \$4,685 |

*these expenses are percentages of Commissions
based on MKTG TeleServices, Inc.'s operating
ratios.

MKTG TeleServices, Inc. does not receive donated funds. All monies rec'd are as reported to
MKTG TeleServices, Inc. by the charitable organization.

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CF Number 436

MKTG TeleServices, Inc.

Name of Commercial Fundraiser

101 Continental Blvd., Suite 400

Address of Commercial Fundraiser

El Segundo CA 90245-4512

City, State, and ZIP Code of Commercial Fundraiser

Telemarketing

(Type of Activity)

held (on) (from) 11/18/2002, 2002, to 12/31/2002, 2002
(Date or dates must be shown)

Name and Address of Charitable Organization or Charitable Purposes:

CT No. 11416 F.E.I.N. No. 94-1679756

Berkeley Repertory Theatre

Name of Charity

2025 Addison Street

Address of Charity

Berkeley CA 94704

City, State, and ZIP Code of Charity

1.

REVENUE

- A. Cash contributions
B. Entertainment sales or admission charges
C. Sales from products
D. Advertisement sales
E. Membership fees
F. Other sources: (Specify)

a. _____
b. _____
c. _____
d. _____

G. TOTAL REVENUE

\$10,219 A.
____ B.
____ C.
____ D.
____ E.
____ Fa.
____ Fb.
____ Fc.
____ Fd.

\$10,219 G.

2.

EXPENSES

(SEE ATTACHED)

- A. Fees or commissions
B. Salaries
C. Payroll taxes
D. Employee benefits
E. Cost of merchandise for resale
F. Cost of entertainment
G. Postage
H. Advertising
I. Telephone
J. Rental of equipment
K. Facilities charge
L. Permits
M. Other expenses: (Specify)

a. _____
b. _____
c. _____
d. _____

N. TOTAL EXPENSES

____ A.
____ B.
____ C.
____ D.
____ E.
____ F.
____ G.
____ H.
____ I.
____ J.
____ K.
____ L.
____ Ma.
____ Mb.
____ Mc.
____ Md.

\$7,555 N.

3. Distribution or net to charitable organization or charitable purposes

\$2,664 3.

4. (a) Is any officer, director, partner or owner of the Commercial Fundraiser in any way affiliated with or control, directly or indirectly, the charitable organization for which the Commercial Fundraiser has contracted to solicit?

☒ Yes ☒ No If "yes," complete the following:

| Name of officer, director, partner or owner of Commercial Fundraiser | Name and address of charitable organization | Relationship of officer, etc. To charitable organization |
|--|---|--|
| | | |
| | | |
| | | |

(b) For each affiliation identified in 4(a), attach copy of the contract between the commercial fundraiser and the charity.

Under penalties of perjury, I declare that I have examined this report, including accompanying documents, schedules and statements, and to the best of my knowledge and belief, the report is true and complete.

Sign.

This

Sig.

Paul S. Papich, Sr. VP

2/12/03

raiser) Printed Name Title Date

charitable organization for verifying the distribution.
Susan Medak Managing Director 3/7/03

Printed Name Title Date
Helen Meyer Trustee 3/7/03

Printed Name Title Date

Signature of authorized officer/agent (Charity)

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RECEIVED

MAR 28 2003

Attorney General's
Registry of Charitable Trusts

Berkeley Repertory Theatre
2001 - 2002 Telefundraising Campaign

| | | |
|-------------------------|----------------------------|----------|
| Total money received by | Berkeley Repertory Theatre | \$10,219 |
| Total fees* paid to | MKTG TeleServices, Inc. | \$7,555 |
| Total net to | Berkeley Repertory Theatre | \$2,664 |

| | |
|--|---------|
| Total fees and commissions paid to MKTG TeleServices, Inc. by Berkeley Repertory Theatre | \$7,555 |
|--|---------|

| | |
|-------------------------------|---------|
| Cost of Campaign: | |
| salaries: agents and managers | \$4,685 |
| payroll taxes | \$465 |
| advertising and supplies | \$127 |
| Cost of Operations: | |
| operating expenses | \$1,889 |

| | |
|--|---------|
| Total expenses paid by MKTG TeleServices, Inc. out of commissions earned from Berkeley Repertory Theatre | \$7,166 |
| net | \$390 |

*these expenses are percentages of Commissions
based on MKTG TeleServices, Inc.'s operating
ratios.

MKTG TeleServices, Inc. does not receive donated funds. All monies rec'd are as reported to
MKTG TeleServices, Inc. by the charitable organization.